

MONTGOMERY COUNTY DEPARTMENT OF HOUSING AND COMMUNITY AFFAIRS

CALCULATION OF SALES PRICE FOR MPDUs

FOR: _____
(Project Name)

Date: _____

A. MPDU UNIT TYPE:

1. Unit type and number of stories _____
2. Number of bedrooms _____
3. Number of full baths and rough-in full baths _____
4. Number of half baths and rough-in half baths _____
5. Basement or slab _____
6. End or interior unit _____
7. Square footage of finished area _____

B. CALCULATION OF DIRECT CONSTRUCTION COSTS: (NOTE: Please refer to the MPDU Pricing Standards and Minimum Specifications for Base Unit Size and Square Footage Cost)

8. _____ = Square footage of finished space (from Line 7)
9. _____ = Square footage of base unit @ \$ _____ per sq. ft. \$ _____
10. _____ = Sq. foot difference from base @ \$ _____ per sq. ft. \$ _____
11. **Subtotal** (Line 9 + Line 10) \$ _____

12. Additions and Deletions:

	<u>Additions</u>	<u>Deletions</u>
a. End Unit	\$ _____	\$ _____
b. Rough-in Half Bath	\$ _____	\$ _____
c. Finished Half Bath	\$ _____	\$ _____
d. Rough-in Full Bath	\$ _____	\$ _____
e. Finished Full Bath	\$ _____	\$ _____
f. Basement Addition/Deletion	\$ _____	\$ _____
g. Walkout Basement	\$ _____	\$ _____
h. Garage	\$ _____	\$ _____
i. Expandable Space:	\$ _____	\$ _____
_____ ft. @ \$ _____ /sq. ft.	\$ _____	\$ _____
j. _____	\$ _____	\$ _____
k. _____	\$ _____	\$ _____
l. _____	\$ _____	\$ _____
m. _____	\$ _____	\$ _____
n. _____	\$ _____	\$ _____
o. _____	\$ _____	\$ _____

Subtotal \$ _____ \$ _____

13. **Difference between Additions/Deletions (+/-)** \$ _____

14. **DIRECT CONSTRUCTION COST** (Line 11 + Line 13; enter in Line 15 on Page 2) \$ _____

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C. ADDITIONAL CONSTRUCTION AND INDIRECT COSTS:

15. Direct Unit Construction Cost (*from Line 14 on Page*) : \$ _____

16. a. Direct land development cost (*from MPDU Pricing Standards*): \$ _____
 b. Water and sewer house connection fee \$ _____
 c. Fire sprinkler system installation cost \$ _____

17. **Subtotal of Miscellaneous** (*Lines 16.a through 16.c.*) \$ _____

18. Special Conditions:

a. Extra sidewalk \$ _____
 b. Special Protection Area environmental construction measures \$ _____
 c. Extra common area landscaping \$ _____
 d. Alleyways \$ _____
 e. Site amenities/trails \$ _____
 f. Rock blasting/removal \$ _____
 g. Super silt fence \$ _____

19. **Subtotal of Special Conditions Above** (*Lines 18.a through 18.g*) \$ _____

20. **TOTAL OF DIRECT CONSTRUCTION COST ITEMS** (*Lines 15+17+19*): \$ _____

21. **SOFT COSTS:** (calculated as a percentage of Base MPDU Sales Price)

Construction Loan Financing Expenses:

i) Interest Rate = Prime Rate + 2 points = _____ %
 ii) Calculation = Interest Rate x Average Take Down Rate (6 months) x Length of Loan (9 months)
 x 75% of Base MPDU Sales Price
 a. iii) Calculation = _____ % x .50 x .75 x .75 _____ %
 b. Construction loan placement fee 1.5%
 c. Legal and closing costs 3.5%
 d. Marketing and sales commission 1.5%
 e. Builder's Overhead 8.0%
 f. Engineering and architectural fees 5.0%
 g. General requirements 3.0%

22. **Subtotal of Indirect Cost Percentages** (*Lines 21.a through 21.g*) _____ %

D. CALCULATION OF FINAL MPDU SALES PRICE:

23. Base MPDU Sales Price Calculation:

a. Soft Cost Percentage (*from Line 22 above*) = _____ %
 b. Inverse Ratio: $(100 - 23.a \div 100)$ = _____ %
 c. **MPDU Base Sales Price** = $\frac{\text{Direct Construction Cost (Line 20)}}{\text{Inverse Ratio (line 22.b)}}$ = \$ _____

24. **Cost of Architectural Compatibility** (*from Line 29.c on Page 3*) \$ _____

25. **FINAL MPDU SALES PRICE** (*Line 22.c + 23*) \$

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ARCHITECTURAL COMPATIBILITY COSTS

The direct construction costs for architectural compatibility must be approved by the Department of Housing and Community Affairs. The percentage for construction financing in Line 3 is obtained from the calculations determined in C.8 on Page 2. The cost of the architectural compatibility items must be reduced by a credit for normal construction item which is included in the direct construction cost (for example, brick façade reduced by the cost of vinyl siding).

LIST OF ITEM AND COST FOR ARCHITECTURAL COMPATIBILITY:

<u>ITEM</u>	<u>DESCRIPTION</u>	<u>COST</u>
a.	_____	\$ _____
b.	_____	\$ _____
c.	_____	\$ _____
d.	_____	\$ _____
e.	_____	\$ _____
f.	_____	\$ _____
g.	_____	\$ _____
h.	_____	\$ _____
i.	_____	\$ _____
j.	_____	\$ _____
k.	_____	\$ _____
l.	_____	\$ _____
m.	_____	\$ _____
n.	_____	\$ _____
o.	_____	\$ _____
Subtotal of Architectural Compatibility Costs:		\$ _____
LESS: Cost of Items Included in the Base MPDU Price:		\$ _____
26.	TOTAL HARD COST OF ARCHITECTURAL COMPATIBILITY ITEMS:	\$ _____

27. **SOFT COST CALCULATION FOR ARCHITECTURAL COMPATIBILITY:**

a.	Construction Financing (<i>from Line 21.a on Page 2</i>)	_____ %
b.	Construction Loan Placement Fee	1.5%
c.	Builder's Overhead	8.0%
d.	Engineering and architectural fees	5.0%

28. **Subtotal of Indirect Cost Percentages (*Lines 27.a through 27.d*)** _____ %

29. **TOTAL COST CALCULATION FOR ARCHITECTURAL COMPATIBILITY:**

a.	Soft Cost Percentage (<i>from Line 28 above</i>)	=	_____ %
b.	Inverse Ratio: $(100 - 29.a \div 100)$	=	_____ %
c.	Cost for Architectural Compatibility	$= \frac{\text{Amount from Line 26}}{\text{Inverse Ratio (line 28.b)}}$	$=$ \$ _____ (<i>enter on Line 24 on Page 2</i>)